

# KINGS COUNTY

---

# C A L I F O R N I A



**ANNUAL REPORT 2017 to 2018**

**INSIDE:** Recent Projects, Demographics & Business Incentives

# FROM THE PRESIDENT

## Hangin' Ten in Kings County...

If you happened to tune into network television or social media centered around surfing this year, you might well conclude that Kings County has packed up and moved to the beach. The international surfing world has discovered Kings County and the city of Lemoore, 114.5 miles inland from the nearest naturally occurring wave. The story began when the godfather of surfing, Kelly Slater (cover photo) came to Kings County to design and build his now world-famous manmade wave machine, producing the perfect wave at Surf Ranch, just south of Lemoore in the center of the Central Valley. Two very successful international surfing events brought the world to Kings County - the World Surf League's inaugural Founders' Cup and the Surf Ranch Pro Championship Tour event. The citizens of Kings County are totally stoked, and look forward to more awesome events. Of course, multiple projects of local and regional significance were abundant, many of which are highlighted on pages 4 and 5.

A declining unemployment rate, increased sales and property tax revenue, and positive job creation highlight that Kings County is a desired location to serve the local, regional, national and international business markets.

As you review the successes reflected in this report and County demographics, I believe you'll agree Kings County is well positioned to help your business thrive. Please give us a call, subscribe to our social media, or check out our website for resources should you or your business have an interest in exploring the advantages of a Kings County location.

Lance K. Lippincott  
President & CEO  
559.852.4960  
www.kingsedc.org

## KINGS COUNTY ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS

Robert Tuttrup, Leprino Foods Lemoore West Chair (11/16 - 2/18)  
David Kahn, Kahn, Soares & Conway, LLP . . . Chair (2/18 - present)  
Davis Taylor, The Hanford Sentinel . . . . . Vice Chair  
Dr. Kristin Clark, West Hills College, Lemoore . . . . . Secretary  
Tim Haydock, Adventist Health . . . . . Treasurer  
Bill Fishbough, Hanford Joint Union High School . . . . . Past Chair

Toni Baltierra . . . . . Toni Baltierra Bookkeeping Service  
Dave Brown . . . . . Lemoore City Council  
Marlana Brown . . . . . Naval Air Station Lemoore  
Joel DeLira . . . . . Agusa  
Martin Devine . . . . . Hanford City Council  
Dave Dieter . . . . . Mid-State Precast  
John Dirickson . . . . . NAS Lemoore  
Gary Germaine . . . . . Leprino Foods  
Bill Hoover . . . . . Wells Fargo Bank  
Jim Gregory . . . . . Verdegaal Brothers  
Dr. Kristin Robinson . . . . . College of the Sequoias  
Bob Lewis . . . . . Kettleman City Chamber of Commerce  
Janet Long . . . . . Bank of the West  
J.T. Maldonado . . . . . Marquez Brothers International  
Cam Maloy . . . . . Pacific Gas & Electric  
Chad Patterson . . . . . Wells Fargo Bank  
Mark Ross . . . . . Olam Spices & Vegetable Ingredients  
Jeanette Tackett . . . . . JH Tackett Marketing  
Laurel Shockley . . . . . Southern California Edison  
Doug Verboon . . . . . Kings County Board of Supervisors  
Colby Wells . . . . . The Gas Company

## DIRECTORS EMERITI

Marcie Buford . . . . . Buford Oil Company  
Randy Dodd . . . . . Adventist Health  
Dr. Donald Craft . . . . . Podiatrist (retired)  
Riley Jones . . . . . Real Time Consulting  
Ron Shanoian . . . . . J.G. Boswell Company (retired)

## WORKFORCE DEVELOPMENT BOARD

Nancy Silva, Silva Dental . . . . . Chair  
Janet Long, Bank of the West . . . . . Vice-Chair  
Domonique Butler . . . . . Comfort Inn  
Joanne Doerter . . . . . Hanford Mall  
Buzz Felleke . . . . . B&D Quality Cleaners  
Pauline Hershey-Gambino . . . . . All Valley Printing  
Ronny Jungk . . . . . IBEW Local 100  
Robert Kleyn . . . . . CA Department of Rehabilitation  
Kenny Lavinder . . . . . Carpenters Local 1109  
Wendy Lomeli . . . . . Employment Development Department  
Juan Lopez . . . . . Lowe's  
Antonio Martin . . . . . Aqua Azul Corporation  
Dan Ramirez . . . . . Proteus, Inc.  
Dr. Kristin Robinson . . . . . College of the Sequoias  
Jeanette Tackett . . . . . JH Tackett Marketing  
Dr. Linda Thomas . . . . . West Hills Community College District  
Richard Valle . . . . . Kings County Board of Supervisors

# BUSINESS PARKS & CITIES

## KINGS COUNTY AND OUR CITIES

### AVENAL

Strategically located along Interstate 5, midway between San Francisco and Los Angeles, Avenal's industrial area is ideally suited for manufacturing, warehousing and distribution. The first utility scale solar farm in Kings County was constructed in Avenal.

### CORCORAN

Located along Highway 43, Corcoran's industrial park is home to Camfil USA, Buttonwillow Warehouse, Mar Vista Resources, Virtus Nutrition and the international grower and processor, J.G. Boswell Company. The BNSF Railway and Amtrak provide excellent passenger and freight service to this agri-business powerhouse.

### HANFORD

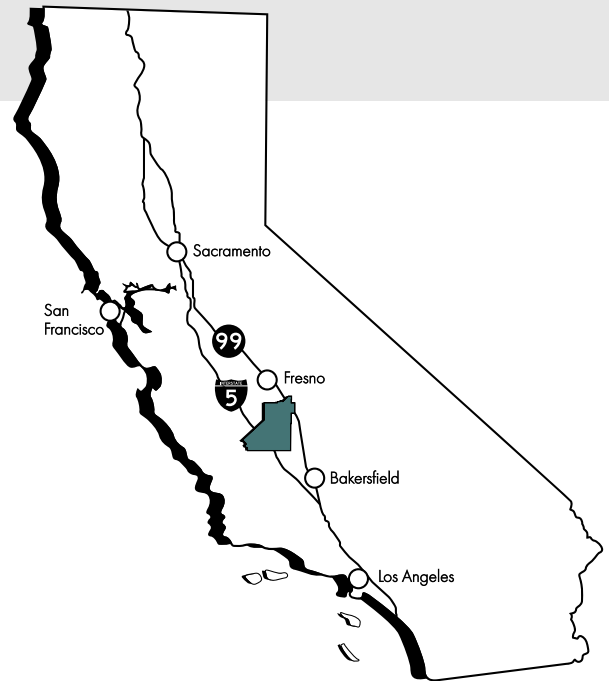
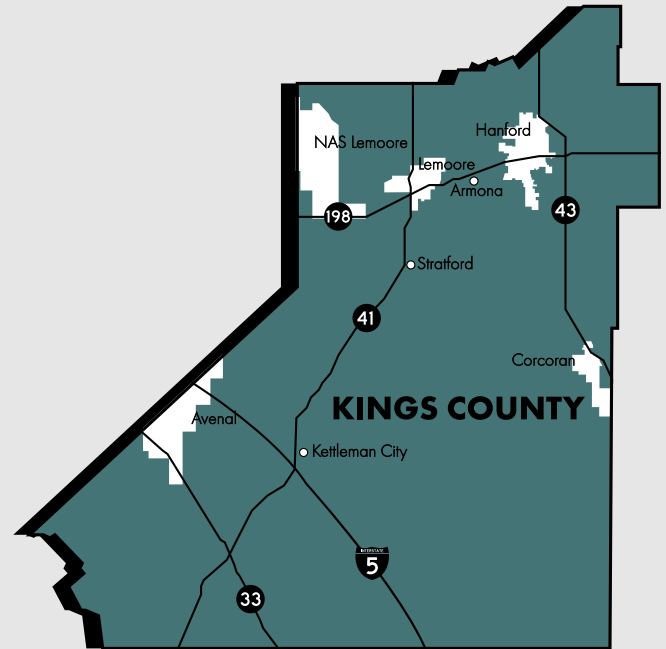
The main lines of the BNSF Railway and the San Joaquin Valley Railroad intersect in Hanford, serving multiple rail users in the 1,000 acre Kings Industrial Park. Hanford is home to the fourth busiest Amtrak station on the Amtrak San Joaquin rail corridor. The industrial park is home to such premier companies as Del Monte Foods, Fry's Electronics, Marquez Brothers International, Walmart, Tessengerlo Kerley, Pitman Family Farms and others. Parcels ranging from 5 to 100+ acres are available, including those with access to rail. Hanford is the retail and service hub for the region, with a consistently positive growth trajectory.

### LEMOORE

Located at the intersection of important State Highways 41 & 198, the 600-acre Lemoore Industrial Park is home to anchors Olam Spices & Vegetable Ingredients, and Agusa, an international producer of tomato powder. The 240-acre Kings River Business & Industry Park is adjacent to the San Joaquin Valley Railroad line, with 150 acres available for development - including sites with rail access. The Leprino Foods Lemoore West plant, the largest mozzarella cheese plant in the world, is the park's anchor tenant.

### NAVAL AIR STATION LEMOORE

Located seven miles west of Lemoore is Naval Air Station Lemoore, home to the Navy's West Coast carrier-based strike fighter squadrons. With a military and civilian workforce exceeding 9,000, NAS Lemoore attracts many highly qualified and dedicated spouses and retirees to the region. The installation provides an economic boost of over \$1 billion to the regional economy. NAS Lemoore is the home of the Navy's newest frontline aircraft, the F-35C Joint Strike Fighter, which began arriving in early 2017.



## LOCATION AND EXPANSION INCENTIVES

Numerous location and expansion incentives are available in Kings County, including a Foreign Trade Zone, a Recycling Market Development Zone, an SBA HUBZ one, the Governor's Economic Development Incentives, employment recruitment and training assistance, and local fee reductions. We will help identify the incentives tailored to your business.

# BUSINESS HIGHLIGHTS



**Pitman Family Farms**, Hanford, the family enterprise behind Mary's Free Range Chickens, Turkeys and Ducks, purchased the Cargill granary complex in Hanford's Kings Industrial Park to expand their regional poultry feed operations. Pitman developed a soybean oil mill, constructed a looped rail system, now operating, on the adjacent 110 acres to manage unit trains more efficiently, and completed a large solar installation. Pitman employs 25, and plans to increase employment in the near future.



**The California High Speed Rail Authority** has begun construction of the route east of Hanford, with plans to ultimately connect the Central Valley to Southern California, the Bay Area and Sacramento. The Authority is completing the acquisition of right of way in Kings County. A passenger station is programmed for Hanford. Yet to be determined is a location for the project's Heavy Maintenance Facility. A site in Kings County remains as a viable choice. Employment at the maintenance facility is projected at 1,500.



**Hanford Marketplace**, a 500,000 square foot regional commercial center on 58 acres is developing at the intersection of two important San Joaquin Valley highways, 198 & 43 in east Hanford. Two big-box retailers will anchor the center, including Costco, which opened in October, 2016. Strip developments are currently under construction with multiple new stores and restaurants open for business.



**Kelly Slater Wave Company** arrived in Lemoore two years ago to develop the first "perfect" wave for surfing. Slater, one of the world's top surfers, has developed his dream surf R&D and recreational center, Surf Ranch, and has joined ranks with the World Surf League. In 2018, the WSL held two international surfing events to rave reviews, the Founders' Cup and the Surf Ranch Pro Championship Tour event. The World Surf League and Kelly Slater Wave Company now plan to develop Surf Ranch into a major surfing and entertainment venue.



**Utility Grade Solar** projects have found an ideal combination of sun, land and grid connectivity in Kings County. A total of 35 project applications, representing 2,000 Megawatts of renewable power, have been received. Of these projects, twenty-two (851 MW) have been approved and seventeen (557 MW) have been completed. A Notice of Preparation has been filed for a mega 2.4 GW project planned for 24,000 acres on Kings County's west side.



**Home2 Suites by Hilton** broke ground in June of 2016 on a new hotel in Hanford, near the intersection of Highway 198 and 12th Avenue. The extended stay hotel is targeted toward federal contractors, military personnel on temporary duty, solar contractors, and other project-oriented contractors who require temporary quarters. The hotel opened for business in February, 2018.





**Naval Air Station Lemoore** is experiencing growth as the home of the Navy's West Coast carrier-borne tactical aircraft. During the last year, the Base welcomed two new squadrons from the east coast as the Navy shifts assets to the West. In January 2017, NAS Lemoore's new Fleet Replacement (Training) Squadron, VFA-125, began accepting the Navy's newest strike fighter, the F-35C Lightning II. Today, the Navy's first F-35C fleet squadron is undergoing transition from the Super Hornet to the Lightning II. The base is undergoing more hanger construction as well.



**Airgas**, Hanford, a subsidiary of the French company Air Liquid, completed the construction of their Kings Industrial Park facility for the production of their high-quality industrial ammonia in July, 2018. The anhydrous ammonia and ammonium hydroxide (aqua ammonia) products are used in NOx abatement, refrigeration, food processing, and the production of semi-conductors. The Hanford Airgas facility made its first delivery in August, 2018.



**The Tachi Yokut Tribe**, located on the Santa Rosa Rancheria south of Lemoore, is completing the construction on their new entertainment center. The center will include 8 theaters with top-level sound, 30 bowling lanes with a party room, a children's arcade and party room, a large commercial kitchen, restaurant, and bar, and 10 billiard tables. The center augments the services provided by the Tachi Palace Hotel & Casino.



**E&C Industrial Park**, Lemoore, located within the Lemoore Industrial Park, consists of 3-33,600 s.f. buildings consisting of 2,400 s.f. and 4,800 s.f. spaces complete with offices, bathrooms, and warehouse spaces with roll-up doors. The first building has been completed and leased since 2014. Construction on the two new buildings of identical dimensions is nearing completion and space is being leased.



**PG&E's** new Lemoore service center and warehouse opened in the summer of 2018, consolidating two existing centers in Lemoore and Coalinga. The 13,000-square-foot center serves as a facility from which crews respond to outages and other service needs in Kings County. Approximately 30 employees work at the Lemoore center. PG&E had the building designed with the goal of achieving LEED Silver certification from the U.S. Green Building Council.



**Family Healthcare Network** dramatically expanded its health clinic presence in downtown Hanford with their October 2017 opening of the three story, 38,000 sq. ft. facility on 5th Street in Downtown Hanford. The building consists of 45 medical exam rooms and 10 dental operatories, a pharmacy, and optometry center and ample parking. Staffing will grow to match the expanded services.



**Dollar General** opened their retail store in the community of Armona in late 2017, marking their first large-chain retail outlet. Armona's recent completion of an ultra-modern water treatment facility has paved the way for additional development, including large scale residential development.

# AT A GLANCE

## TRANSPORTATION

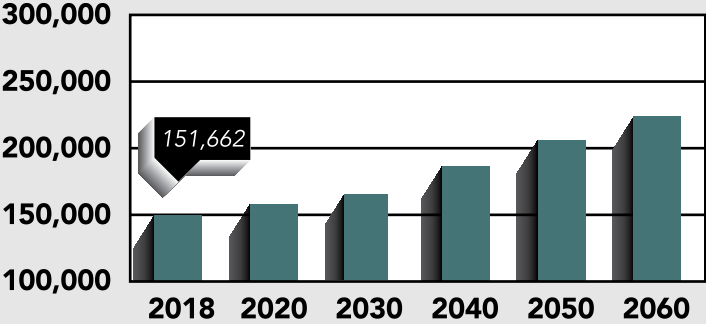
Kings County is flanked by Interstate 5 and Highway 99, providing excellent access to the growing California market and the Pacific Rim. Over 200 major carriers provide interstate trucking services to area businesses. BNSF Railway and the Union Pacific Railroad provide freight service, including refrigerated shipping, piggyback service and reciprocal switching. San Joaquin Valley Railroad provides east-west "shortline" services to both BNSF and Union Pacific. Amtrak San Joaquin Line passengers are served at Hanford and Corcoran stations. The California High-Speed Train is slated to pass through Kings County, with a proposed station in Hanford.

Fresno Yosemite International Airport is located 35 miles from Kings County's primary population centers, and Visalia Municipal Airport is just 15 miles away. The City of Hanford's municipal airport offers a 5,200' runway. Los Angeles and San Francisco International airports are each about a 3 ½ hour drive. The entire county is located within a one -day turnaround to California's major ports at Long Beach, Oakland and Stockton.

## DISTANCE TO MAJOR MARKETS

	MILES	HOURS
Sacramento	206	3.5
San Francisco	218	3.5
Los Angeles	197	3.0
San Diego	316	5.0
Reno	330	5.0
Las Vegas	372	5.5
Phoenix	567	8.0
Portland	781	12.0
Salt Lake City	791	11.0
Seattle	953	14.5
Denver	1,118	16.0
Dallas / Ft. Worth	1,509	21.5
Kansas City	1,720	24.0
Des Moines	1,785	25.0
Chicago	2,118	30.0

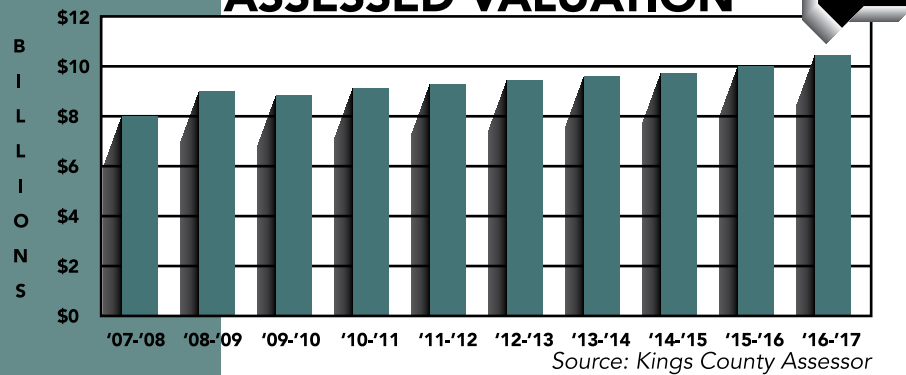
## POPULATION GROWTH



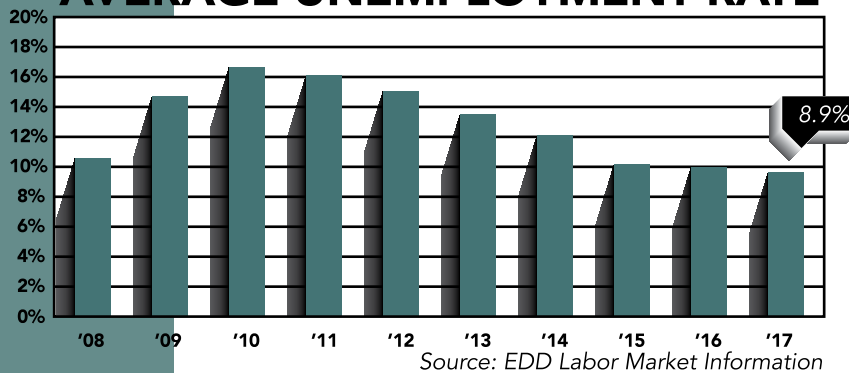
Source: California Department of Finance

# KINGS COUNTY DEMOGRAPHICS

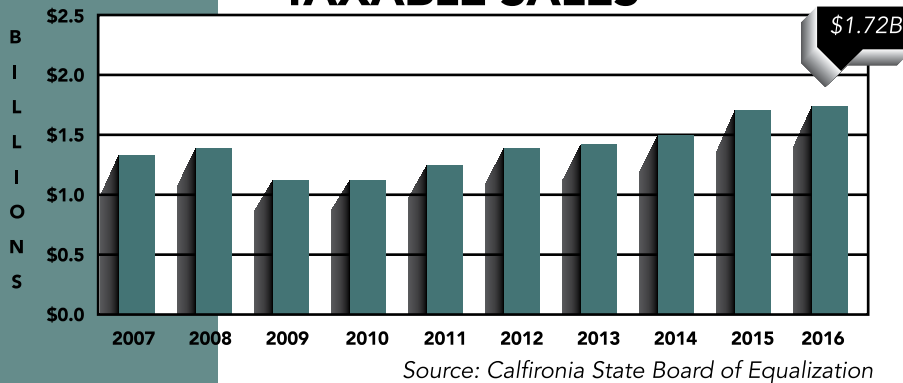
## ASSESSED VALUATION



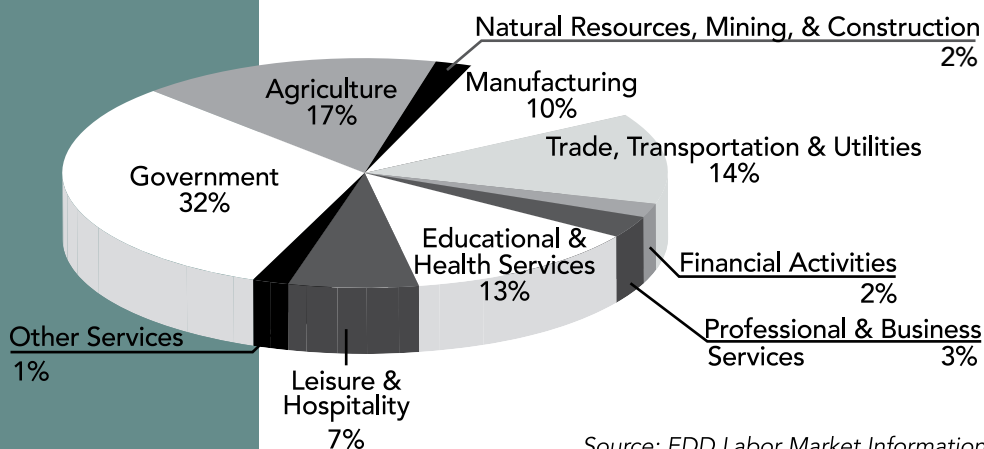
## AVERAGE UNEMPLOYMENT RATE



## TAXABLE SALES



## EMPLOYMENT BY INDUSTRY - 2017



## QUICK FACTS

### Employment

Civilian Labor Force	57,700
Annual Unemployment rate	8.9%
Source: EDD, Labor Market Information	

### Income

Median Household Income	\$57,700
Per Capita Income	\$20,825
Source: U.S. Census Bureau	

### Geography

Land Area - Sq. Miles	1,390
Earthquake Index	0.4
(Seismically Stable)	

### Weather

January	54° - 37°F
April	74° - 48°F
July	97° - 65°F
October	79° - 48°F
Annual Rainfall	9.97 in.
Annual Snowfall	00 in.
Source: National Weather Service	

### Median Home Sales Price

Kings County	\$224,975
California Average	\$591,460
Source: California Association of Realtor, July 2017	

### Population

Avenal	13,053
Corcoran	21,450
Hanford	58,176
Lemoore	25,892
Unincorporated	33,091
County Total	151,662
Source: California Department of Finance, Jan. 2018	



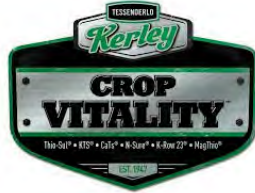
# THE BUSINESS JOURNAL

FRESNO | KINGS | MADERA | TULARE

[www.thebusinessjournal.com](http://www.thebusinessjournal.com)

# THE SENTINEL

MAROOT &  
HARDCASTLE



BANK OF THE WEST  
BNP PARIBAS



Rabobank



BANK OF THE SIERRA

KINGS  
**edc**  
california  
KINGS COUNTY ECONOMIC  
DEVELOPMENT CORPORATION

120 North Irwin Street • Hanford, California 93230  
Phone (559) 852-4957 • Fax (559) 585-7398  
Email: [info@kingsedc.org](mailto:info@kingsedc.org) • [www.kingsedc.org](http://www.kingsedc.org)

**JTo**  
KINGS COUNTY  
JOB TRAINING OFFICE

124 North Irwin Street • Hanford, California 93230  
Phone (559) 852-4932 • Fax (559) 585-7395  
Email: [info@kingsworkforce.org](mailto:info@kingsworkforce.org) • [www.kingsworkforce.org](http://www.kingsworkforce.org)